



Tobacco Company

D. P. FITZGERALD  
Area Manager - Operations  
North East Sales Area  
910-741-2053

July 30, 1997

**SENT VIA POUCH MAIL**

Bob Snow  
Mark Goodman  
Tim Gillespie  
Stephen MacLeod  
Bob Dobrowski  
Rory O'Rourke

**Subject: McLane Information**

Attached you will find a packet of information on McLane and the chains they service provided by Paul Letourneau. I would appreciate you forwarding this on to managers with McLane branch accountability, along with anyone who has responsibility for a chain headquarter serviced by McLane. Anyone receiving this information should be cautioned that the share information included is highly confidential and should not be shared with anyone outside the Company.

Additionally, you may want to utilize some of the promotion procedure information included as best practices information within your own Region. Obviously, this is up to you to use as you see fit.

*Don*

	Sales	Retail
97106DF/di	1221	1222
Attachment	1222	1223
	1223	1226
	1224	1229
	1225	ROM
	1226	PC SC
	1229	MO PA
	1240	
	1244	RSM RBM

51851 7249

McLANE RJR MANAGER LISTING  
PARENT COMPANY 5649800 SIS# 374594 ID 1166-00-00

EFT	AB	WHSE	MCL DIV	SIS#	DIV#	DIV NAME	PHONE #	FAX#	MANAGER	VOICE MAIL
			CORPORATE	374594	097	TRADE MKTING	254-947-0350	254-947-0351	PAUL LETOURNEAU	42657
1534	NE	A02/49	*NORTHEAST	375878	1642	SYRACUSE	315-638-7846	315-635-1171	SHARON SCHWALM	73700
3332	MZ	A11/200	MID ATLANTIC	564919	2944	RICHMOND	804-346-0224	804-747-8114	RANDY SULLIVAN	78030
1545	SE	A04/52	SOUTHEAST	376430	2242	ATLANTA	770-729-3244	770-729-3256	FRANK THOMAS	69720
1542	ME	A08/20	SUNEAST	380734	2346	ORLANDO	407-786-0771	407-786-0297	CHRIS HUFF	44826
3470	MK	A14/45	CUMBERLAND	665276	1840	CINCINNATI	513-769-5400	513-769-7117	MATT HAMMOND	69798
1546	SO	8/15/93	*SOUTHERN	380754	2848	JACKSON	601-932-2372	601-932-8758	DAVID TAYLOR	49073
3371	MI	A13/47	MIDWEST	576053	6240	CHICAGO	630-682-3996	630-682-4134	KRAIG KNUDSEN	71293
1541	SW	A06/18	SOUTHWEST	380058	5841	*AUSTIN-POS TO	512-869-8660	512-869-8662	BILL EVANS	73751
3326	HP	A10/26	HIGH PLAINS	558715	5844	LUBBOCK	806-748-7404	806-748-7406	BOB BERRIER	58537
1544	MW	A05/13	WESTERN	377153	6644	DENVER	303-799-0037	303-799-4240	JIM RILEY	44214
1543	MS	A03/85	SUNWEST	376062	5845	PHOENIX	602-861-2944	602-944-8768	ROGER COBB	46758
3336	SZ	A12/34	SO CALIFORNIA	585292	5442	N. LA.	714-572-2681	714-572-9613	MONEE ANAYA	59125
1540	MP	A01/8	PACIFIC	374931	5140	*FRESNO -POS TO	209-433-9030	209-433-9031	KIM SASSANO	73093
1539	NW	A07/88	NORTHWEST	380506	5649	SEATTLE	206-885-5799	206-881-9318	DICK ALLEN	44421
3577	NC	A16/200	CAROLINA	734386	2946	NORFOLK	757-490-3886	757-456-2988	KEVIN BARNEY	60970
			KAY LONG			RJR CRP	910-741-1792	910-741-5334		WS 1792
			DAVID GRAMLEY			RJR CRP	910-741-1011	910-741-5334		WS 1011
			MARTY WASHBURN			WAL-MART	800-757-9174	501-848-9544	501-848-8999 H	55445
			KATHI CALDWELL DALLAS ROU			PROMO COORD	800-304-9868	972-844-2859	214-368-4424 H	79087
			GEORGIA BASTIAN			WAL-MART CO	800-432-7578	501-464-0217		
			* SPECIAL SHIPPING OF DISPLAY MATERIAL—SHIPPERS							
			NORTHEAST	Consolidated	807965					
			SOUTHERN	Allied	328278					
			BILL EVANS		KIM SASSANO		KRAIG KNUDSEN		SHARON SCHWALM	
0521	15815		108 RIVERWOOD DR		1848 E. SOLAR AVE		412 E. MADISON		2190 CONNELL TR.	
			GEORGETOWN, TX 78628		FRESNO CA 93720		WHEATON IL 60187		BALDWINSVILLE NY 13027	

MCLANE COMPANY, INC.  
PERIOD ONE  
STORE COUNT BY DIVISION

7/19/97

CORP CODE	ACCOUNT	HP	ME	MI	MK	MP	MS	MW	MZ	NE	NW	SE	SO	SW	SZ	NC	TTL	
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>																		
TOTAL	7-11 FRANCHISEE			352		468	248	120	518	445	375				734		3255	
005	AM/PM FRANCHISE					19	12				13				55		99	
006	ARCO - PRESTIGE					84	79				103				222		486	
127	BP OIL COMPANY			337						46		41	42			45	511	
151	CIGARETTE CHEAPER	7		71		188	39	3			78	22			136		466	
167	CROWN PETROLEUM											63				98	239	
TOTAL	DAIRYMART-CORP			27	418					88							543	
TOTAL	DAIRYMART-FRANCHISE				7	110				82							189	
003	DIAMOND SHAMROCK	87					18	131							704		950	
064	FLYING J CORPORATION	5	2	8	7	8	5	29	4		15	4	7	3	1	4	102	
082	MAPCO PETROLEUM					101					25	10	101	2			239	
190	RACETRAC			47		13			20			75	46	73		15	289	
185	THE PANTRY					102											273	
205	LIL CHAMP			498								53					549	
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>		109	545	465	1068	767	399	283	620	671	553	246	196	782	1150	435	8309	
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>																		
194	AMERADA HESS			88						61		29				38	216	
112	AMOCO OIL COMPANY			119						53	80	141	27	17			296	
001	CIRCLE K	182	376		28	64	571	34		746	122	286	99	204	92		2265	
043	COASTAL MART	6	66	80	20				153	26	40	0	2	161		5	539	
049	E-Z SERVE	47	88	8	29				16			124	287	54		66	697	
021	EMRO MARKETING		102		47							86	30			112	377	
049	EXXON CORPORATION		47									20		151			218	
185	LAQUINTA	19	20	12	10	8	10	17	4		3	18	8	5	8		146	
010	MOBIL OIL COMPANY		121	108			43		76	118				43	63		570	
150	PETRO TRAVEL	5	1	2	4	1	2	1			1	3	3	4			27	
116	PHILLIPS 66	75		70	14				101			11	6	44		3	324	
014	SHELL OIL COMPANY													8			6	
TOTAL	SHOWBIZ		15	51	23	17		14	24	41	9	20	22	30	40	10	316	
TOTAL	SOUTHLAND		418					386	724						288		1816	
060	STAR ENTERPRISES		127		8					58		67	28	123			411	
TOTAL	TACO BELL	50	59	155	88	34			40				68	30	106		630	
073	THRIFTWAY	96						31	20			15		7			169	
170	WALGREEN	19	381	2													402	
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>		499	2008	486	271	145	657	855	894	398	144	528	767	1040	421	334	8445	
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>		608	2551	951	1359	912	1056	1138	1514	1069	697	774	963	1822	1571	769	17754	
074	BUD'S OUTLETS	7	5	4	8				4			6	18	9	2		63	
072	SAM'S CLUBS	15	28	69	30	7	8	34	28	56	7	37	25	43	17	22	426	
500	WAL-MART	108	68	404	170	105	38	140	91	178	58	121	238	144		128	2021	
501	WM SUPERCENTER	27	21	45	37				14	18	13		41	87	61	9	374	
501	WM SUPERSTORE		157	152	522	245	112	48	192	138	247	65	205	368	257	17	161	2884
<b>DIVISIONS/STORE COUNT BY DIVISIONS</b>		765	2703	1473	1604	1024	1102	1330	1652	1318	762	979	1331	2079	1588	930	20638	

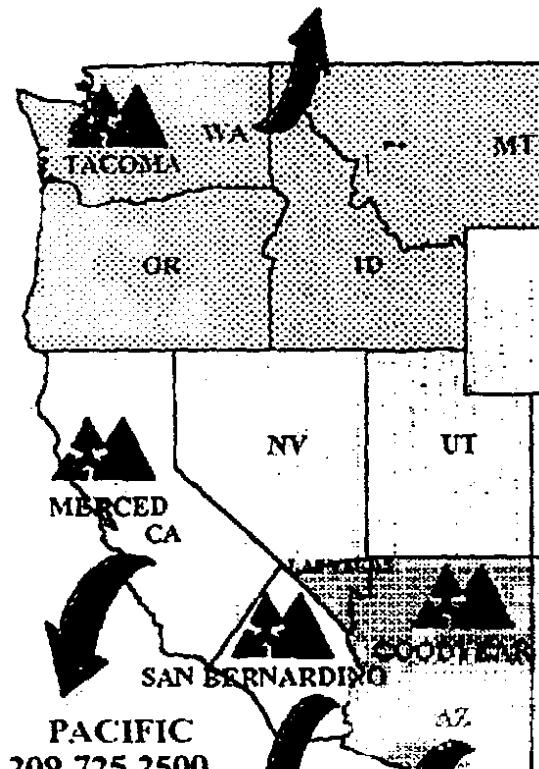
51851 7251

**NORTHWEST**  
206-582-7500

**WESTERN**  
303-682-7500

**MIDWEST**  
217-477-7500

**NORTHEAST**  
315-638-7500



**PACIFIC**  
209-725-2500

**SO. CALIFORNIA**  
909-887-7500

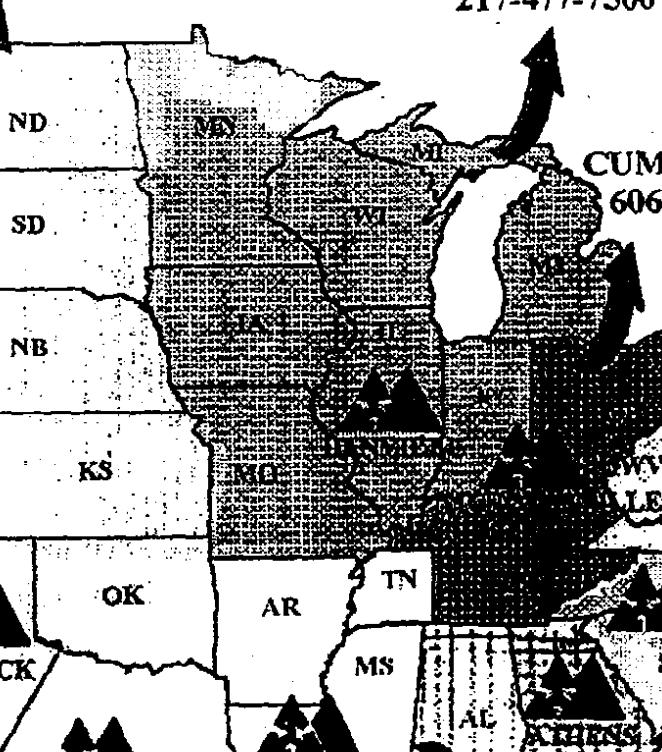
**SUNWEST**  
602-935-7500

**HIGH PLAINS**  
806-766-2900

**SOUTHWEST**  
817-770-2800



51851 7252



**CUMBERLAND**  
606-887-8200

**MID ATLANTIC**  
202-374-2000  
540

**CAROLINAS**  
919-972-2500

**SOUTHEAST**  
706-549-4520

**SUNEAST**  
407-931-5200

**SERVING THE  
RETAIL GROCERY INDUSTRY**